



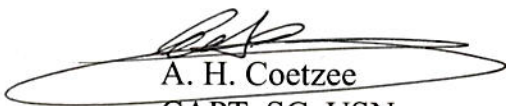
DEPARTMENT OF THE NAVY  
OFFICE OF THE ASSISTANT SECRETARY  
(RESEARCH, DEVELOPMENT AND ACQUISITION)  
1000 NAVY PENTAGON  
WASHINGTON DC 20350-1000

MEMORANDUM FOR DISTRIBUTION

SUBJECT: Customer Involvement in Foreign Military Sales (FMS) Acquisitions

The Director of Defense Procurement and Acquisition Policy (DPAP) issued the attached memorandum, dated July 21, 2011, to highlight that many FMS customers have expressed an interest in actively participating in FMS acquisitions. As a result, DPAP iterated that, pursuant to policy at DFARS 225.7304(b), FMS customers should be encouraged to participate with U.S. Government acquisition personnel in discussions with industry. In this memo, DPAP also stressed the benefits of FMS customers' participation in discussions and requested that the Department of Defense look for opportunities to increase FMS customer involvement in acquisition programs. Accordingly, I am requesting that you remind contracting officers under your cognizance of the policy at DFARS 225.7304(b) and encourage them to be diligent in seeking opportunities to enhance FMS customer involvement.

My point of contact for this matter is Mr. Clarence Belton. He can be reached at [clarence.belton@navy.mil](mailto:clarence.belton@navy.mil) or (703) 693-4006.



A. H. Coetzee  
CAPT, SC, USN  
Executive Director  
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ACQUISITION,  
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OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-3000

JUL 21 2011

MEMORANDUM FOR COMMANDER, UNITED STATES SPECIAL OPERATIONS  
COMMAND (ATTN: ACQUISITION EXECUTIVE)  
COMMANDER, UNITED STATES TRANSPORTATION  
COMMAND (ATTN: ACQUISITION EXECUTIVE)  
DEPUTY ASSISTANT SECRETARY OF THE ARMY  
(PROCUREMENT)  
DEPUTY ASSISTANT SECRETARY OF THE NAVY  
(ACQUISITION AND PROCUREMENT)  
DEPUTY ASSISTANT SECRETARY OF THE AIR FORCE  
(CONTRACTING)  
DIRECTORS OF THE DEFENSE AGENCIES  
DIRECTORS OF THE DOD FIELD ACTIVITIES


SUBJECT: Customer Involvement in Foreign Military Sales (FMS) Acquisitions

The Foreign Military Sales (FMS) Program is authorized under the Foreign Assistance Act of 1961 and the Arms Export Control Act as an instrument of United States foreign policy to provide defense articles and defense services to friendly countries and international organizations in order to deter and defend against aggression, facilitate common defense, and strengthen the security of the United States.

In November 2002, the Defense Federal Acquisition Regulation Supplement (DFARS) was amended at Subpart 225.7304 to provide authorization for FMS customers to participate with U.S. Government acquisition personnel in discussions with industry to develop technical specifications, establish delivery schedules, identify any special warranty provisions or other requirements unique to the FMS customer, and review prices of varying alternatives, quantities, and options needed to make price-performance tradeoffs.

Many FMS customers have voiced interest in actively participating in FMS acquisitions. I ask that you seek opportunities to enhance FMS customer involvement in your acquisition programs in order to foster better understanding, strengthen alliances, provide transparency, and build customer confidence and teamwork.

Should you have additional questions on this policy, please contact Mr. Jeff Grover at 703-697-9352 or e-mail address [jeffrey.grover@osd.mil](mailto:jeffrey.grover@osd.mil).

  
Richard Ginman  
Director, Defense Procurement  
and Acquisition Policy